



# January 2014

Area Delimited by County Of Washington

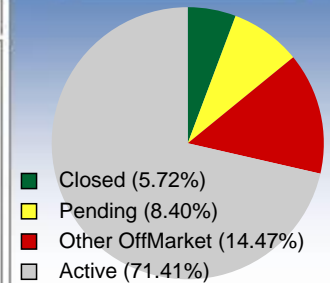


**Absorption:** Last 12 months, an Average of **73** Sales/Month

**Active Inventory** as of January 31, 2014 = **612**

	JANUARY		
	2013	2014	+/- %
Closed Listings	48	49	2.08%
Pending Listings	73	72	-1.37%
New Listings	195	175	-10.26%
Average List Price	146,707	166,084	13.21%
Average Sale Price	138,677	159,735	15.19%
Average Percent of List Price to Selling Price	93.83%	93.95%	0.13%
Average Days on Market to Sale	58.33	58.02	-0.54%
End of Month Inventory	533	612	14.82%
Months Supply of Inventory	7.63	8.35	9.34%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 14, 2014

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2014 rose **14.82%** to 612 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **8.35** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **15.19%** in January 2014 to \$159,735 versus the previous year at \$138,677.

### Average Days on Market Shortens

The average number of **58.02** days that homes spent on the market before selling decreased by 0.31 days or **0.54%** in January 2014 compared to last year's same month at **58.33** DOM.

### Sales Success for January 2014 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 175 New Listings in January 2014, down **10.26%** from last year at 195. Furthermore, there were 49 Closed Listings this month versus last year at 48, a **2.08%** increase.

Closed versus Listed trends yielded a **28.0%** ratio, up from last year's January 2014 at **24.6%**, a **13.75%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## Real Estate is Local

### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

### Are You Ready to Buy or Sell Real Estate?

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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

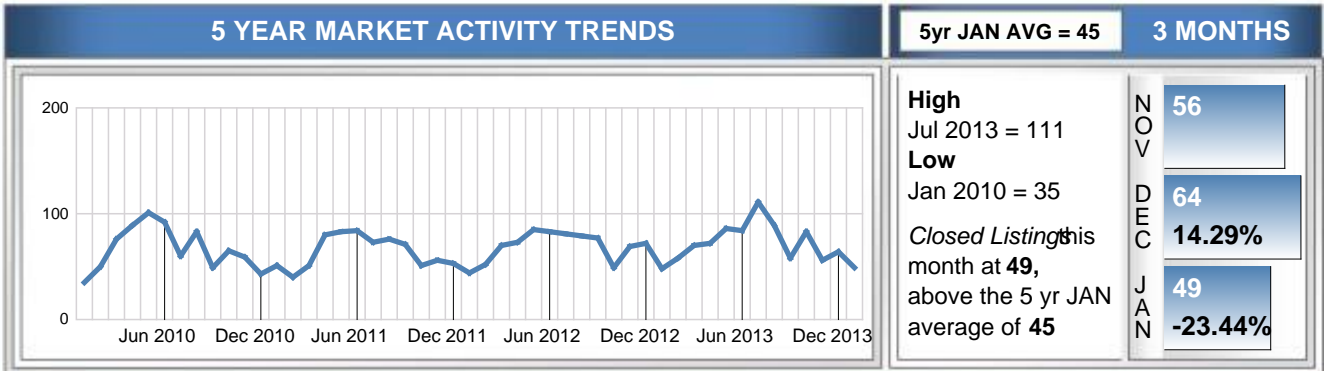
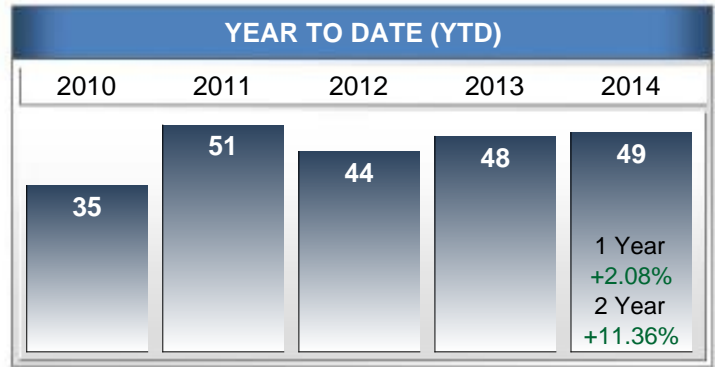
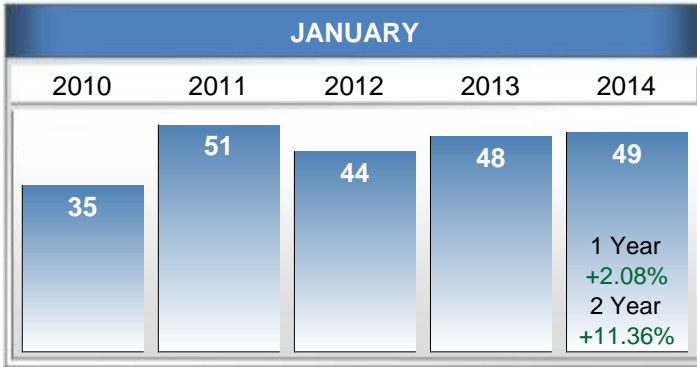
Closed Sales as of Feb 14, 2014



### Closed Listings

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$50,000	10	20.41%	57.6	7	3	0	0
\$50,001 \$75,000	6	12.24%	54.5	5	1	0	0
\$75,001 \$125,000	11	22.45%	54.6	1	6	4	0
\$125,001 \$225,000	8	16.33%	71.3	0	5	3	0
\$225,001 \$375,000	10	20.41%	43.5	0	2	8	0
\$375,001 and up	4	8.16%	83.5	0	0	2	2
<b>Total Closed Units:</b>	<b>49</b>		<b>58.0</b>	<b>13</b>	<b>17</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>7,827,038</b>			<b>523.60K</b>	<b>2.05M</b>	<b>4.34M</b>	<b>905.50K</b>
<b>Average Closed Price:</b>	<b>\$159,735</b>			<b>\$40,277</b>	<b>\$120,871</b>	<b>\$255,479</b>	<b>\$452,750</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

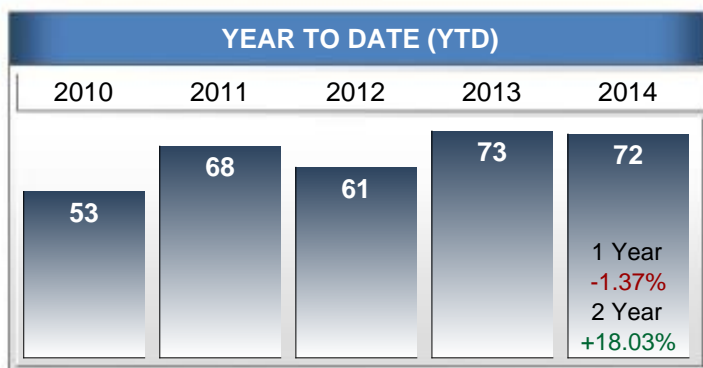
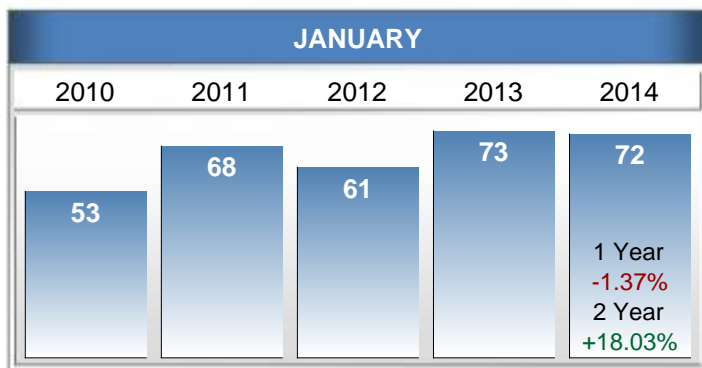
Pending Listings as of Feb 14, 2014



### Pending Listings

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



**Pending Listings**  
  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	6	8.33%	67.3	5	1	0	0
\$20,001 \$50,000	7	9.72%	43.4	4	3	0	0
\$50,001 \$70,000	10	13.89%	64.0	6	4	0	0
\$70,001 \$120,000	19	26.39%	71.5	2	15	2	0
\$120,001 \$180,000	14	19.44%	78.9	0	9	5	0
\$180,001 \$250,000	8	11.11%	70.4	0	5	3	0
\$250,001 and up	8	11.11%	32.8	0	0	3	5
<b>Total Pending Units:</b>	<b>72</b>		<b>78.6</b>	<b>17</b>	<b>37</b>	<b>13</b>	<b>5</b>
<b>Total Pending Volume:</b>	<b>9,142,700</b>			<b>755.20K</b>	<b>4.12M</b>	<b>2.64M</b>	<b>1.62M</b>
<b>Average Listing Price:</b>	<b>\$61,891</b>			<b>\$44,424</b>	<b>\$111,430</b>	<b>\$203,431</b>	<b>\$324,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

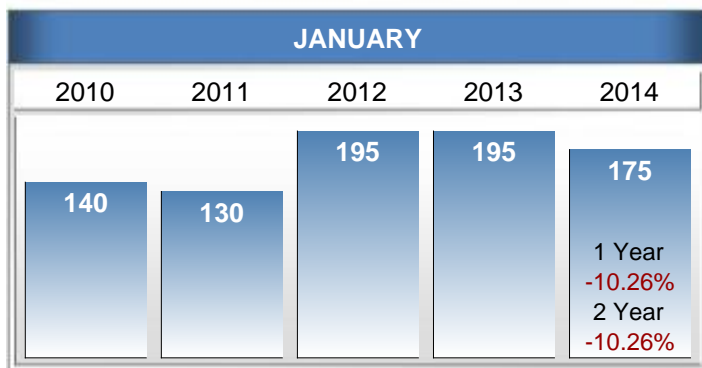
New Listings as of Feb 14, 2014



### New Listings

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



New Listings  
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**5yr JAN AVG = 167**      **3 MONTHS**

**High**  
Oct 2013 = 245  
**Low**  
Dec 2013 = 82

*New Listings* this month at **175**, above the 5 yr JAN average of **167**

N	112
O	
V	
D	82
E	<b>-26.79%</b>
C	
J	175
A	<b>113.41%</b>
N	

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	1.71%	3	0	0	0
\$20,001 \$50,000	36	20.57%	32	4	0	0
\$50,001 \$70,000	16	9.14%	9	7	0	0
\$70,001 \$120,000	55	31.43%	26	26	3	0
\$120,001 \$180,000	26	14.86%	6	8	11	1
\$180,001 \$260,000	20	11.43%	2	5	13	0
\$260,001 and up	19	10.86%	0	0	13	6
<b>Total New Listed Units:</b>	<b>175</b>		<b>78</b>	<b>50</b>	<b>40</b>	<b>7</b>
<b>Total New Listed Volume:</b>	<b>22,892,500</b>		<b>5.09M</b>	<b>5.35M</b>	<b>9.91M</b>	<b>2.54M</b>
<b>Average New Listed Listing Price:</b>	<b>\$83,500</b>		<b>\$65,263</b>	<b>\$106,969</b>	<b>\$247,755</b>	<b>\$363,329</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

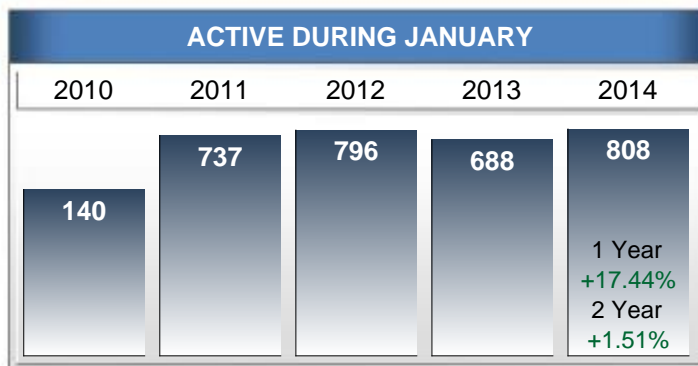
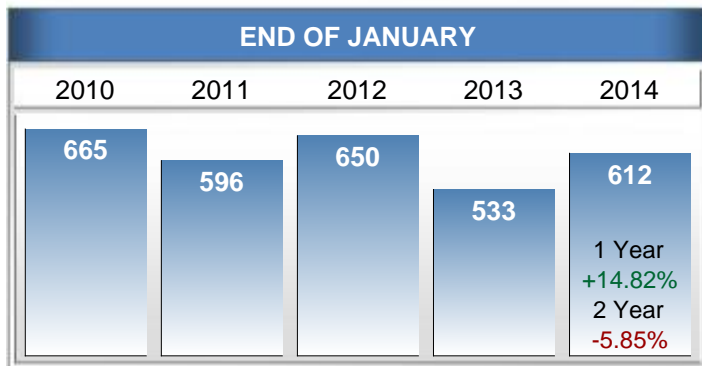
Active Inventory as of Feb 14, 2014



### Active Inventory

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Active Inventory

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**5yr JAN AVG = 611**      **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 493

*Inventory* this month at **612**, above the 5 yr JAN average of **611**

N O V	673
D E C	633 -5.94%
J A N	612 -3.32%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1 \$20,000	126	20.59%	100.4	126	0	0	0	
\$20,001 \$50,000	95	15.52%	83.3	76	18	1	0	
\$50,001 \$90,000	141	23.04%	85.3	82	49	8	2	
\$90,001 \$150,000	98	16.01%	78.7	26	48	24	0	
\$150,001 \$250,000	89	14.54%	78.4	11	32	44	2	
\$250,001 and up	63	10.29%	92.5	8	9	31	15	
Total Active Inventory by Units:			612	86.8	329	156	108	19
Total Active Inventory by Volume:			80,215,533		19.67M	18.27M	25.69M	16.60M
Average Active Inventory Listing Price:			\$131,071		\$59,774	\$117,093	\$237,829	\$873,574





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

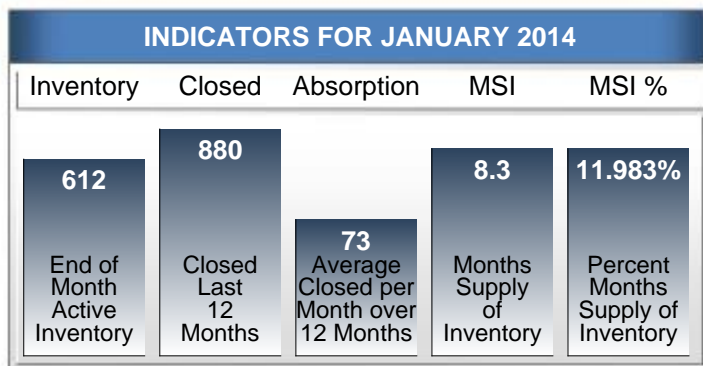
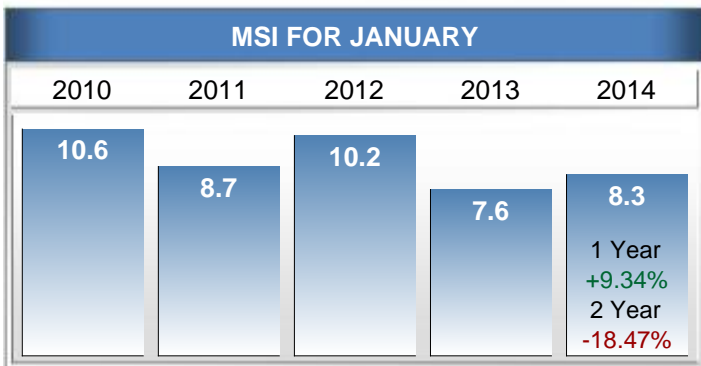
Active Inventory as of Feb 14, 2014



### Months Supply of Inventory

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Months Supply

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5yr JAN AVG = 9.1	3 MONTHS
<b>High</b> Jan 2010 = 10.6	<b>NOV</b> 9.1
<b>Low</b> Feb 2013 = 7.1	<b>DEC</b> 8.6
<i>Months Supply</i> this month at <b>8.3</b> , below the 5 yr JAN average of <b>9.1</b>	<b>JAN</b> 8.3
	<b>DEC</b> -5.09%
	<b>JAN</b> -3.43%

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$20,000	126	20.59%	27.5	44.5	0.0	0.0	0.0
\$20,001-\$50,000	95	15.52%	11.8	21.2	4.2	6.0	0.0
\$50,001-\$90,000	141	23.04%	8.3	15.9	5.0	4.4	12.0
\$90,001-\$150,000	98	16.01%	5.1	24.0	3.7	4.7	0.0
\$150,001-\$250,000	89	14.54%	5.9	22.0	5.4	5.3	8.0
\$250,001 and up	63	10.29%	6.6	19.2	9.0	5.2	6.9
MSI:			8.3	24.2	4.4	5.0	6.9
Total Active Inventory:			612	329	156	108	19



# Monthly Inventory Analysis

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## January 2014

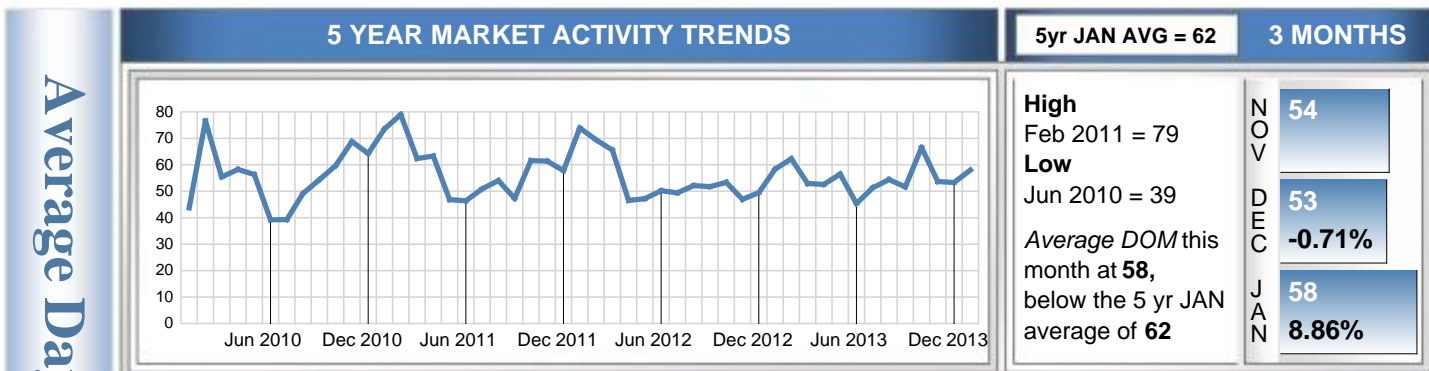
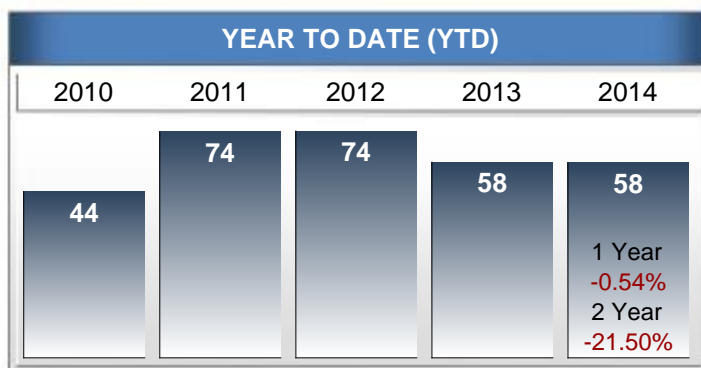
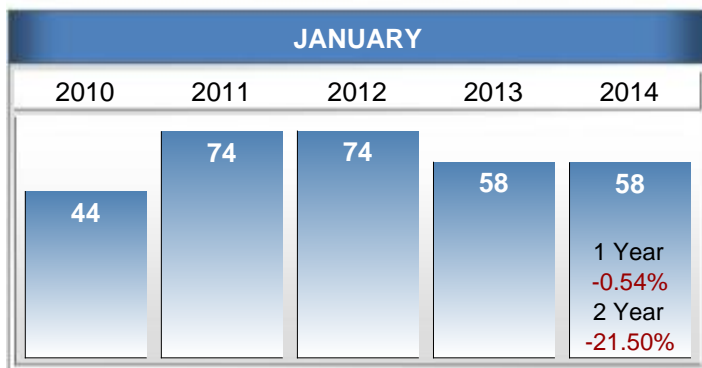
Closed Sales as of Feb 14, 2014



### Average Days on Market to Sale

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Average Days on Market

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#### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range				%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0			0.00%	0.0	0.0	0.0	0.0	0.0	
\$1 \$50,000	10			20.41%	57.6	78.7	8.3	0.0	0.0	
\$50,001 \$75,000	6			12.24%	54.5	65.2	1.0	0.0	0.0	
\$75,001 \$125,000	11			22.45%	54.6	109.0	52.0	45.0	0.0	
\$125,001 \$225,000	8			16.33%	71.3	0.0	52.6	102.3	0.0	
\$225,001 \$375,000	10			20.41%	43.5	0.0	35.5	45.5	0.0	
\$375,001 and up	4			8.16%	83.5	0.0	0.0	120.5	46.5	
Average Closed DOM:						58.0	75.8	39.5	64.2	46.5
Total Closed Units:						49	13	17	17	2
Total Closed Volume:						7,827,038	523.60K	2.05M	4.34M	905.50K



# Monthly Inventory Analysis

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## January 2014

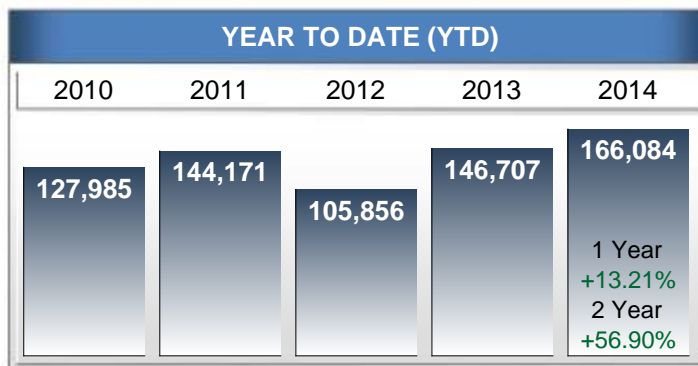
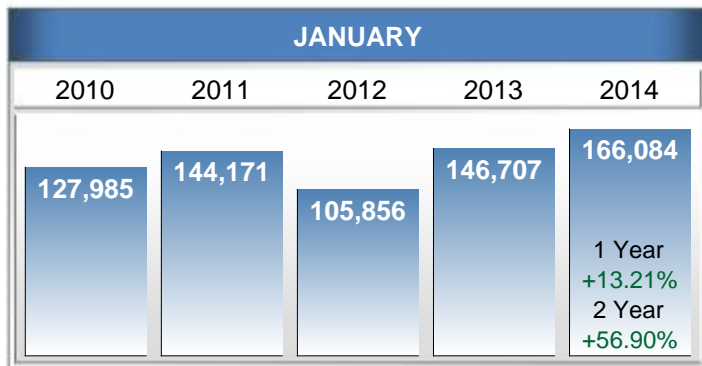
Closed Sales as of Feb 14, 2014



### Average List Price at Closing

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Average List Price

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### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range			%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0		0.00%	0	0	0	0	0
\$1-\$50,000	9		18.37%	26,000	24,943	37,300	0	0
\$50,001-\$75,000	7		14.29%	60,271	60,880	65,000	0	0
\$75,001-\$125,000	10		20.41%	102,320	87,000	109,200	101,725	0
\$125,001-\$225,000	9		18.37%	146,811	0	147,520	152,600	0
\$225,001-\$375,000	8		16.33%	289,880	0	299,750	313,680	0
\$375,001 and up	6		12.24%	469,783	0	0	554,500	459,900
Average List Price:		\$166,084			\$43,538	\$127,600	\$263,714	\$459,900
Total Closed Units:		49			13	17	17	2
Total List Volume:		8,138,136			566.00K	2.17M	4.48M	919.80K





# Monthly Inventory Analysis

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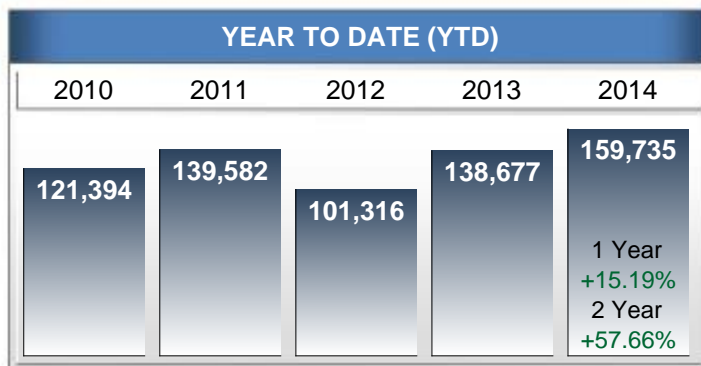
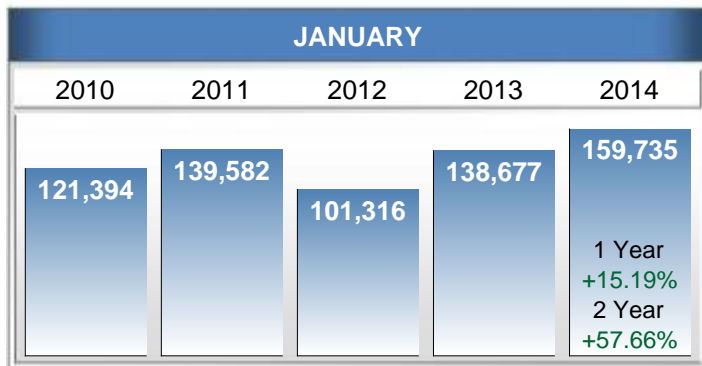
Closed Sales as of Feb 14, 2014



### Average Sold Price at Closing

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Average Sold Price

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#### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0		0.00%	0	0	0	0	0
\$1-\$50,000	10		20.41%	25,650	22,786	32,333	0	0
\$50,001-\$75,000	6		12.24%	55,517	56,020	53,000	0	0
\$75,001-\$125,000	11		22.45%	98,491	84,000	103,067	95,250	0
\$125,001-\$225,000	8		16.33%	146,175	0	144,480	149,000	0
\$225,001-\$375,000	10		20.41%	301,864	0	282,000	306,830	0
\$375,001 and up	4		8.16%	491,500	0	0	530,250	452,750
Average Closed Price:	\$159,735				\$40,277	\$120,871	\$255,479	\$452,750
Total Closed Units:	49				13	17	17	2
Total Closed Volume:	7,827,038				523.60K	2.05M	4.34M	905.50K



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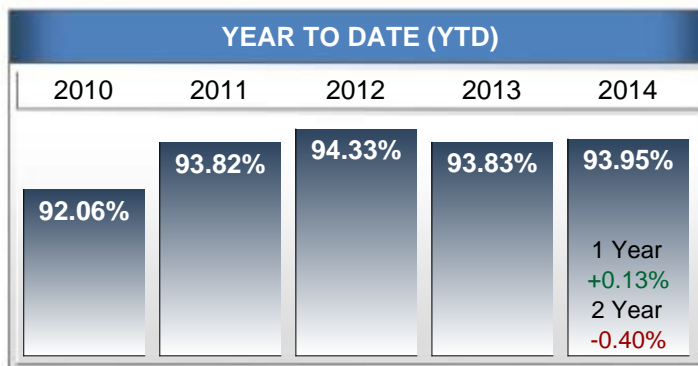
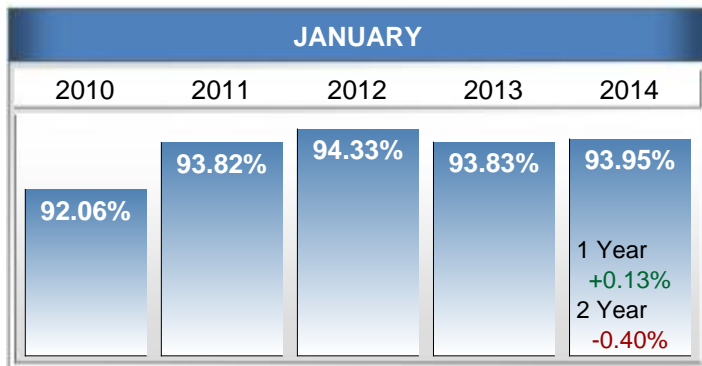
Closed Sales as of Feb 14, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Feb 14, 2014

Area Delimited by County Of Washington



Average List/Sell Price

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5yr JAN AVG=93.60%		3 MONTHS	
<b>High</b>	Oct 2011 = 101.67%	<b>NOV</b>	96.23%
<b>Low</b>	Aug 2010 = 89.06%	<b>DEC</b>	95.00%
Average List/Sell this month at <b>93.95%</b> , above the 5 yr JAN average of <b>93.60%</b>		<b>JAN</b>	93.95%
			-1.27%
			-1.11%

#### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$1-\$50,000	10	20.41%	87.63%	87.95%	86.87%	0.00%	0.00%	
\$50,001-\$75,000	6	12.24%	90.54%	92.35%	81.54%	0.00%	0.00%	
\$75,001-\$125,000	11	22.45%	94.39%	96.55%	94.59%	93.54%	0.00%	
\$125,001-\$225,000	8	16.33%	97.92%	0.00%	98.06%	97.70%	0.00%	
\$225,001-\$375,000	10	20.41%	97.43%	0.00%	94.65%	98.13%	0.00%	
\$375,001 and up	4	8.16%	97.06%	0.00%	0.00%	95.62%	98.50%	
Average List/Sell Ratio:				94.00%	90.30%	93.49%	96.68%	98.50%
Total Closed Units:				49	13	17	17	2
Total Closed Volume:				7,827,038	523.60K	2.05M	4.34M	905.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

Inventory as of Feb 14, 2014



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 73 Sales/Month

**Active Inventory** as of January 31, 2014 = 612

	JANUARY			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	48	49	2.08%	48	49	2.08%
Pending Sales	73	72	-1.37%	73	72	-1.37%
New Listings	195	175	-10.26%	195	175	-10.26%
Average List Price	146,707	166,084	13.21%	146,707	166,084	13.21%
Average Sale Price	138,677	159,735	15.19%	138,677	159,735	15.19%
Average Percent of List Price to Selling Price	93.83%	93.95%	0.13%	93.83%	93.95%	0.13%
Average Days on Market to Sale	58.33	58.02	-0.54%	58.33	58.02	-0.54%
Monthly Inventory	533	612	14.82%	533	612	14.82%
Months Supply of Inventory	7.63	8.35	9.34%	7.63	8.35	9.34%

